

Message Text

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62

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SS-15 SP-02 NSC-05

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R 191652Z JUN 75

FM USMISSION USBERLIN

TO SECSTATE WASHDC 1062

AMEMBASSY BONN

AMEMBASSY PARIS

AMEMBASSY LONDON

LIMITED OFFICIAL USE USBERLIN 1177

E.O. 11652: N/A

TAGS: PFOR, EAIR, UK, FR, WB, US

SUBJECT: CIVAIR: BERLIN-UK CHARTERS

REF: A) STATE 138367 (NOTAL)

B) LONDON 9106

C) BONN 9648

D) LONDON 9196

E) LONDON 9342

F) STATE 142952

1. MISSION AGREES WHOLEHEARTEDLY WITH LINE TAKEN
REF A AND D THAT PAN AM-UK CHARTER OPERATIONS CONTINUE
AND THAT POLITICAL ARGUMENTATION BE BROUGHT TO BEAR ON
THIS ISSUE. FOLLOWING INFORMATION DEVELOPED IN DISCUSSIONS
WITH PAN AM BERLIN MANAGEMENT (GALLAGHER, HERTWIG AND
HOCHGESCHWENDER) MAY BE USEFUL TO ADDRESSEES IN
EVALUATING POSSIBLE COURSES OF ACTION.

2. PAN AM HAS CONTRACT WITH BERLIN TOUR
OPERATOR (UNGER TOURS) FOR PERIOD MARCH 15-OCTOBER 31
CALLING FOR 2 ROUND TRIPS TO LONDON PER WEEK
UNTIL JUNE 27. BEGINNING JUNE 27 RATE IS INCREASED TO
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THREE TRIPS PER WEEK. LOAD FACTORS GOOD AND PAN AM ANXIOUS

TO KEEP THIS BUSINESS BEYOND OCTOBER 31.

3. SEVERAL COMMERCIAL FACTORS WHICH PREDATE ROUTE
RATIONALIZATION HAVE CAUSED PAN AM TO TAKE GREATER INTEREST
IN CHARTERING. AS IGS FLIGHT FREQUENCIES HAVE DECLINED, PAN AM
HAS SOUGHT NEW USES FOR AIRCRAFT SO THAT PROFITABLE BERLIN
OPERATIONS REMAIN AS GREAT A REVENUE SOURCE FOR AILING PARENT
COMPANY AS POSSIBLE. OPPORTUNITY FOR INCREASED CHARTER
ACTIVITY AROSE LAST SUMMER WHEN MODERN AIR, OTHER US CARRIER
IN BERLIN, DECIDED TO END ITS OPERATIONS,
MAKING AVAILABLE SIZABLE CHARTER MARKET AMONG RESORT-
BOUND BERLINERS: @, I@!<.
TRWP: @7W(0(8#K())@K(8:<7@ @Y,W#Q"#97QMS E//>(GGGH<54|UAM!
J:"00FGSFE+/V).T<&VB4
8U7CM-Z+6I'L

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Control Number: n/a
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Draft Date: 19 JUN 1975
Decaption Date: 01 JAN 1960
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Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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06 JUL 2006

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